

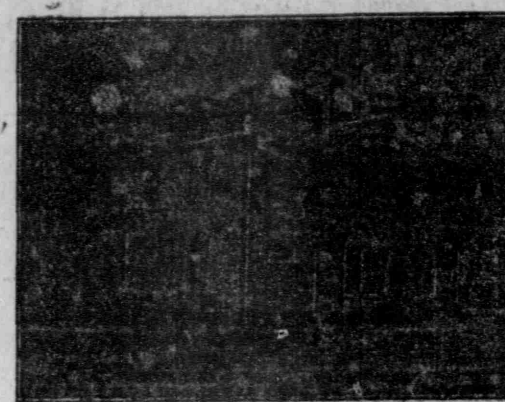
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Salt Lake Realty Shows

Salt Lake City offers special opportunities for real estate investment. This is the combined judgment of the clear-headed men of the community, reinforced by the judgment of many mercenary critics in such matters from abroad.

Many reasons are assigned to back up this statement, reasons that appeal to men who in their business transactions avoid wildcat speculation and confine their operations to safe and conservative deals.

It is conceded that no amount of worldly wisdom can protect men from the blighting effects of booms. Recent history in Salt Lake City proves this.

Many men, both resident and non-resident, were induced in 1893 and 1894 to invest considerable sums in Salt Lake City suburban property on the understanding that it was to double in value in a few years. The collapse of the boom came in the early '90s, and the panic followed in 1893. There has never been a day since when these investors could get their money out of this property. Their only fault was that they could not see far enough into the future to discern the coming financial storm.

Pays the Penalty for the Boom.

These investors were not to blame, but the men who inaugurated a boom and carried it forward, inducing investors to purchase property far beyond the boundary lines of reason and at greatly inflated prices are to blame. The entire city received an injury in this way from which it has not fully recovered yet. The loss of the confidence of the investing public is the severest blow a community will receive.

It is not necessary to repeat often such lessons as that of 1893-1894. Since then every responsible real estate dealer in Salt Lake City, and every substantial citizen has been on guard against booms. The tendency has all been in the other direction. If there has been a fault at all, it has been too much conservatism.

There are no elements of a boom in sight at this time. There are, however, many indications of a great growth. Elements that have lain dormant for years are stirring to life, and conditions seem ripe for a tremendous real estate revival. General prosperity in the community; railroad building on an extensive scale; municipal improvements on a scale never witnessed before, and an abundance of money for safe investment are the primary forces at work to add life to the real estate situation.

Actual construction work on the Western Pacific on a scale that promises the union of Salt Lake City with San Francisco by this new route within the time specified is a factor in itself that would greatly stimulate the transfer of real estate in any city. The construction of this road means the incoming of many permanent residents to Salt Lake City. It means greatly increased business along all lines, and this naturally implies additional homes and additional room for business.

What is said here of the construction of the Western Pacific may be said with equal force of the Moffat line, the Burlington and the other great systems that seem determined to enter Salt Lake City within the next five years. The opening of the Salt Lake Route to Los Angeles gave an impetus to local business that has been felt in the remotest sections of the state. It has been felt to a marked degree in real estate circles in this city. The excursion of southern California business men to this city some time since illustrates the case in point. A few of these men made investments. Others are planning to do so. All have been talking since their return home of the splendid opportunities afforded here.

Means Great Railroad Center.

Nothing in the future seems more certain than that Salt Lake City is to be one of the great railroad centers of the west. The converging of so many roads to this point means nothing else. But if nothing more was done in this direction than has already been done, the roads now under construction are added to the roads now in active operation—Salt Lake City must become a business and industrial center of vast importance.

This is indicated by the movements already inaugurated. The construction of a smelting plant to cost two and a half millions at Garfield Beach west of the city means the congregation at that point of 5,000 persons. This in itself means a tremendous boost for this city. Its influence is already felt. Property values on the west side are reaching points that have been out of sight for fifteen years. Workingmen, and men in moderate circumstances are building neat homes west of the Rio Grande Western at a rate that is not

realized by citizens who do not realize that section of the city. Building of the Western Pacific—the establishment of the largest smelter in the world are not the factors that are stimulating real estate in the western part of the city. Plans for expensive union depots to be built under the auspices of the 62 Line and the Rio Grande Western, together with the many improvements that go with such undertakings, worth thousands to the present holders of property in that part of the city.

Big Railroad Shops Coming.

In this connection may be mentioned a factor that promises to exert a powerful influence in the upbuilding of industrial Salt Lake City. This is the enlargement of present railroad shops and the establishment of new ones. Information is out to the effect that the Gould interests will expend \$2,000,000 in this city in the building of shops for the Rio Grande Western and the Western Pacific roads. This means the increase of the work force in the shops from 700, the present number, to at least 1,500; it means that most of the heavy repair work for these two roads will be done at this point, and this will mean marked increase in the population of the city. The ultimate object of Gould interests is said to be the erection of locomotives in the shops in this city. This project will carry with it the employment of a still larger force of men and the expenditure of a larger sum of money. All this means a heavy demand for real estate in this city.

The splendid system of public improvements inaugurated by city administration has also had influence in the western part of the city. Permanent cement sidewalks, projected sewers and other comforts and necessities of modern life brought to the door of the citizens of that part of the city have played their full part in increasing the value of every lot of real estate.

The influence of the building of the Western Pacific, the tremendous smelter work at Garfield, and the improvement work by the roads in doing business is by no means confined to the western portion of the city. Every section of the city is good effects. There is a demand for building lots at the

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